

To: Kuruc, Nick  
From: Wolking, W  
Posted: 9/3/97 8:55  
Opened: 9/4/97 8:55  
Subject: HESS MART

NICK:

I WORKED WITH RETAIL REP CHRISTINE BOWEN IN SUMTER, SC AT THE END OF AUGUST AND VISITED HESS MART # 40238, A SMALL KIOSK LOCATION. I KNOW YOU TWO HAVE DISCUSSED THIS STORE AND ITS SET UP. CAN YOU POSSIBLY SEND ME THE P-O-G OF THIS STORE. THIS STORE CURRENTLY HAS TWO PHILIP MORRIS FULL PRICE DISPLAYS AND TWO BASIC DISPLAYS IN THE FRONT WINDOW (ALL SUCTION CUP 1-TRAY DISPLAYS). THE STORE MGR. BASICALLY JUST NEEDS TO SEE A P-O-G STATING A DIFFERENT SET-UP TO MAKE ANY CHANGES. MAYBE THIS IS THE CORRECT SET-UP, BUT I DOUBT IT. ALL OF OUR DISPLAYS WERE ON THE BACK BAR, NOT REAL VISIBLE TO THE CONSUMER. CHRISTINE HAD NOT INQUIRED ABOUT THE BASIC DISPLAYS IN THE FRONT WINDOW, ASSUMING THAT THIS WAS CORRECT. PLEASE CONTACT ME IF YOU HAVE ANY QUESTIONS, VOICE MAIL # 77972.

THANKS,

LYNN WOLKING  
RETAIL MANAGER  
CHARLOTTE, NC

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